

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 PM-05 NSC-05 SP-02 SS-15 L-03
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FM AMEMBASSY BUCHAREST
TO SECSTATE WASHDC 8142

C O N F I D E N T I A L SECTION 1 OF 2 BUCHAREST 1277

E.O. 11652: GDS
TAGS: ETRD, EEW, ESTC, RO
SUBJ: PROBABLE VISIT OF AVRAM TO U.S.

1. SUMMARY. MINISTER OF MACHINE BUILDING IOAN AVRAM IS CURRENTLY PLANNING TO GO TO U.S. PRIOR TO MID-APRIL VISIT OF PRESIDENT CEAUSESCU. AVRAM WILL BE LOOKING FOR POSITIVE RESULTS, E.E., SIGNED CONTRACTS OR PROTOCOLS; IF NONE ARE FORESEEN, VISIT WILL PROBABLY OCCUR ONLY JUST BEFORE CEAUSESCU'S VISIT OR NOT AT ALL. TWIN OBJECTIVES OF AVRAM'S VISIT (BESIDES SERVING AS SPEAR CARRIER TO U.S. BUSINESSMEN FOR CEAUSESCU) WILL BE FURTHERING OR CONCLUSION OF SEVERAL COOPERATION PROJECTS AND REVIEW OF U.S. EXPORT LICENSING POLICY AS IT AFFECTS ROMANIA. END SUMMARY.

2. IN COURSE OF FEBRUARY 23 MEETING WITH AMBASSADOR AND EUR/EE DIRECTOR ANDREWS, DPM PATAN AGAIN TOLD US THAT AVRAM WOULD SEEON BE GOING TO U.S. IN RESPONSE TO ANDREWS' QUESTION ON DATES, PATAN SAID HE HOPED VISIT WOULD TAKE PLACE IN MARCH, PATAN ADDED IT IS IMPORTANT THAT ADEQUATE PREPARATIONS BE MADE SO THAT AVRAM WOULD HAVE GOOD WORKING VISIT; THERE ARE 34 PROJECTS, INCLUDING ONES IN ELECTRONICS, HEAVY DUMP TRUCKS AND MOTORS WHICH GOR IS CURRENTLY PURSUING WITH

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U.S. COMPANIES.

3. REGARDING TIMING FOR AVRAM'S MUCHDELAYED VISIT, PATAN SAID THAT NEW PROBLEM HAS ARISEN BECAUSE AVRAM IS ALSO SUPPOSED TO GO TO YUGOSLAVIA IN MARCH, BUT DATES FOR THIS VISIT ALSO NOT YET SET. PATAN (OFFERING US RARE INSIGHT INTO RUMORED CONFLICTS HE HAS

WITH FELLOW DPM GHEORGHE OPREA) SAID HE WOULD TRY TO GET OPREA'S EARLY APPROVAL TO ALLOW AVRUM TO GO TO U.S. SOON, BUT WITH OPREA BEING RESPONSIBLE FOR ECONOMIC AND COMMERCIAL AFFAIRS WITH YUGOSLAVIA (OPREA HEADS ROMANIAN SIDE OF ROMANIAN-YUGOSLVA ECONOMIC COMMISSION), HE WAS NOT CERTAIN OF OUTCOME.

4. BEGIN COMMENT: PATAN'S COMMENTS PROVIDE INSIGHT INTO PREVIOUSLY UNKNOWN FACTOR WHICH HAS DELAYED AVRUM'S VISIT TO U.S. FROM OUR CONTACTS WITH MACHINE BUILDING MINISTRY OFFICIALS (CELAN AND PROTOCOL OFFICERS) AND WITH MFT'S MUNTEANU AND FODOR (ON FEB. 11), IT APPEARS THAT WE WILL PROBABLY BE ADVISED ONLY WEEK IN ADVANCE OF DATES FOR AVRUM'S VISIT, WHICH WE ASSUME WILL TAKE PLACE PRIOR TO PRESIDENT CEAUSESCU'S VISIT. WE DO NOT ENVISAGE AVRUM'S GOING TO U.S. SUBSEQUENT TO CEAUSESCU VISIT.

5. FROM OUR DISCUSSIONS WITH GOR OFFICIALS, IT IS APPARENT THAT IF AND WHEN AVRUM GOES TO U.S., HE WILL BE INTENT ON PRODUCING CONCRETE SIGNS OF THE SUCCESS OF SUCH A VISIT. FROM OUR CONTACTS WITH GOR OFFICIALS AND U.S. BUSINESSMEN, WE FEEL THAT AVRUM WILL PURSUE FOLLOWING:

A. JOINT VENTURE WITH CDC FOR COMPUTER SOFTWARE APPLICATION--IN MID-JANUARY MEETING WITH AMBASSADOR.
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CDC'S SCHMIDT STATED THAT GOR AND CDC FAIRLY CLOSE TO AGREEMENT ON OUTLINE FOR SUCH A JOINT VENTURE COMPANY. SCHMIDT DID, HOWEVER, DOWNPLAY CDC INTEREST IN JOINT VENTURE ON PRODUCTION OF CYBER COMPUTER.

B. COOPERATION PROJECT WITH WABCO ON 120C ELECTRIC DRIVE MINING TRUCKS--GOR AND WABCO OFFICIALS SIGNED ON FEBRUARY 1 PROTOCOL ON GOR INTEREST IN WABCO VEHICLES. BOTH WABCO AND GOR OFFICIALS APPEAR EAGER TO MOVE AHEAD ON THIS PROGRAM AND PRESUMABLY AVRUM COULD SIGN SOME SORT OF CONTRACT DURING HIS VISIT.

C. CONCLUSION OF GENERAL COOPERATION AND EVIDENCE ACCOUNT AGREEMENT WITH GM AND GOR--GM HAS PURSUED THIS WITH MFT (DEPUTY MINISTER STANCIU); HOWEVER, MACHINE BUILDING MINISTRY OFFICIALS ARE REVIEWING GM PROPOSALS AND IT WOULD BE ACTION MINISTRY IF ANY OVERALL AGREEMENT CONCLUDED.

D. OTHER COOPERATION PROJECTS INVOLVING U.S. COMPANIES (INCLUDING TV EXPORTS, CONSUMER ELECTRONICS, PLUS GENERAL ELECTRIC, FOXBORO, AND POWER SHOVEL MANUFACTURERS INTERESTED IN PURSUING OPPORTUNITIES ON ROMANIA'S TWO LOW-GRADE COPPER PROJECTS).

E. COOPERATION PROJECT ON SERVOMOTORS BEING DIS-

CUSSED WITH SWEITZER.

BEWT MAY WISH TO CONTACT U.S. COMPANIES MENTIONED (OR
OTHERS) WHICH INVOLVED IN NEGOTIATIONS OF ABOVE
PROJECTS TO DISCUSS PREPARATIONS FOR AVRAM'S VISIT.

6. AVRAM, AS MINISTER OF MACHINE BUILDING, IS GOR
OFFICIAL WITH PRIMARY RESPONSIBILITY FOR DEVELOPING
ROMANIAN ELECTRONICS INDUSTRY. GOR HAS ALWAYS
EXPRESSED GREAT ENTHUSIASM FOR IMPORTING SOPHIS-
TICATED U.S.-MADE ELECTRONIC PRODUCTS OR IN PURSUING
COOPERATION PROJECTS WITH U.S. ELECTRONIC FIRMS. IN
THESE ENDEAVORS, GOR FEELS UNDULY RESTRICTED BY U.S.
EXPORT LICENSING POLICY. AVRAM, WHO APPARENTLY
INITIALLY QUITE PLEASED WITH HIS 1975 VISIT TO U.S.,
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HAS IN SUBSEQUENT YEARS ADOPTED ATTITUDE LESS SYMPA-
THETIC TO U.S., MAINLY, WE FEEL, BECAUSE OF ROMANIAN
INABILITY TO OBTAIN U.S. EXPORT LICENSE FOR DESIRED
ITEMS AND PROJECTS, I.E., FIVE-AXIS, NUMERICALLY-

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CONTROLLED MACHINE TOOLS; DEVELOPMENT OF ROM CONTROL
DATA JOINT VENTURE; LATEST COMPUTER MODELS AND
PERIPHERAL EQUIPMENT, IC'S, ETC. WHILE TWO-WAY TRADE
IN ITEMS OF INTEREST TO AVRAM'S MINISTRY HAS MORE OR
LESS STAGNATED WITH U.S., THIS HAS NOT BEEN CASE
WITH ROMANIA'S TRADE WITH WESTERN EUROPE AND JAPAN.

WE FEEL THAT AVRAM'S HISITANCY IN SETTING FIRM DATE
FOR VISIT TO U.S. MAY BE LINKED TO HIS FEAR THAT HE
WILL HAVE FEW IF ANY CONCRETE RESULTS TO SHOW FOR HIS
ENDEAVORS AND THAT HIS TIME IS BETTER SPENT IN BEING
IDENTIFIED WITH TRIPS OR PROJECTS THAT HAVE HIGH
SUCCESS RATE. IT THEREFORE IMPORTANT THAT WHEN
AVRAM VISITS U.S., OEA AGAIN MAKE SPECIAL EFFORT TO
EXPLAIN U.S. EXPORT LICENSING POLICY TO HIM. END
COMMENT.
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